

Memo from the desk of Ted Wolk

Ted Wolk here with a personal note.

Thanks for stopping by our website. We have been helping agents and manager since 2008. We have had over 5 million hits on our site since then.

When I started to recruit and build my first life insurance agency, my biggest problem was not having the management support team and a proven system to show me how to successfully hire, recruit and train new agents.

I fumbled around for several years and was about to give up. It was then that I finally found my "insurance mentor" and he **changed my entire life and my entire perspective on how to hire, recruit, train agents** and most importantly how to manage the development process of a **successful insurance agency**. There is a lot more than hiring an agent and giving them a product to sell, which **is what I see happening with most failing manager wanna be's**.

By using a proven system, which he shared with me, and that I refined over the years, I was then able to create a life insurance sales team with over 150 producing agents within 7 years. **So I walked the talk, unlike so many others on the internet.**

As I have told many new agency builders, trainers and recruiters, you can continue to fumble around and spin your wheels month after month, year after year and get the same poor results, or the better approach may be to find a proven system that will provide you a blueprint and show you how to do it the right way. Just about every successful person has had a mentor in their life.

Knowing the frustrations that a recruiter and agency builder faces, I developed an agency building manual which includes all the scripts and forms that I used to build a 150 person agency in 7 years. This is a blueprint that actually shows all the steps needed to build your own agency, and I am now sharing this complete system, **which consists of several modules**. Not only that, I am providing a support system to help you with each module.

You can now **buy the modules one at a time** as you need them, or **purchase the complete system with all the modules**. Click this [agency building modules](#) link to view the list of different recruiting and agency building modules. Just like anything else, building an agency requires clear and concise steps. It is not a “I hope this will work approach.”

Each module shows a **step by step** specific action plan. Each module is a complete system and provides all the scripts needed to help you, such as hiring, recruiting, training and interviewing new agents. Most recruiters and agency builders don't understand the process, which needs to be done in an orderly way for success to occur.

The purchase of these modules is a small investment on your part and can save you many hours of headaches and frustration. Pick the modules to fit your time table and pocket book, and build the complete system over time. As any successful person knows, it takes money to make money. If you are serious, now is the time to invest in yourself.

If you already viewed the new modules page, you can see that these different modules provide you a clear cut blueprint that shows and explains topics such as:

- Who to hire and where to recruit and get quality names
- How to train successfully

Just like any other business, you need to make an investment in yourself. As my mentor once told me, when I was starting out and spinning my wheels many years ago, "Ted, you are in business for yourself and unless you are willing to make an investment in yourself by spending money on material that will make you better, then you really haven't made a commitment to yourself and don't really believe in yourself or your opportunity." **That one statement really changed my entire outlook on my entire career.**

Just like anything else, one needs to apply themselves with hard work and commitment. Nothing happens by itself, but it is always best to work off of a successful blueprint, based on experience, rather than by hit or miss.

If you are a new agent and are thinking about recruiting and building an agency, then you should **first** consider purchasing module # 1. Located on our: [agency building modules page](#). It is for those new agents thinking about or just getting into the agency building and recruiting arena, or if you are just in the thinking stage of recruiting and training insurance agents. It explains how to get started and outlines the nuts and bolts and requirements of what would be expected of you. Of course each company has its own unique agency building concepts; however there are some universal recruiting ideas that fit almost every recruiting situation.

Other helpful information

Here is the link on [How to order](#) the complete system with all the modules. (Big Savings) We now include our "Prospect or Die" and "Mastering the art of closing a sale" e-books as a **free** bonus with the purchase of our **premier** agency building system. A \$28 value.

Now you can use your [favorite social media](#) to stay in touch or keep up to date with all our new releases and sign up for our [monthly newsletter](#). You can opt out at any time.

Nothing happens, unless you make it happen.

Check out our [insurance agent survival](#) store for more ideas.

Need help or have any questions. Click here to [contact me](#)

Have a great day. Life is good. Building an agency with the proper help is even better.

Ted Wolk, author and creator from www.an-insurance-agents-career.com